



**TELE-SOLUTIONS, INC. Positions Company as Telecom Marketplace Leader;  
Selected for Membership in NextGen Technology Group**

*National Alliance Promotes Marketplace Success with IP-based Communications;  
Provides Peer-to-Peer Mentoring and Best Practices Guidance*

**UNION, NJ and WASHINGTON, D.C.** (June 1, 2008) — Tele-Solutions, Inc., taking a global approach to your tele-communications services, today announced it has joined NextGen Technology Group, the industry's first IP-centric interconnect technology organization. Selected to join from an elite group of telecom dealers, membership with NextGen Technology Group provides valuable peer-to-peer mentoring and best practices Tele-Solutions, Inc. can draw upon to help achieve business growth rewards during the market transition from selling enterprise legacy TDM systems to providing sophisticated IP-based voice and data solutions and applications such as unified communications, contact center, wireless, hosted IP solutions and more.

By joining forces with NextGen Technology Group, TELE-SOLUTIONS, INC. is preparing to meet the huge increase in demand for IP-enabled telephony systems and applications by elevating its internal data networking, applications integration and voice expertise to help customers overcome business communication challenges through integrated telephony solutions. The Radicati Group, a telecommunications industry market research firm, reports that by 2009, 74 percent of all corporate telephony lines will be IP-based.<sup>1</sup>

“As small to medium-sized business (SMB) customers across all vertical industries continue to migrate to IP telephony, TELE-SOLUTIONS, INC. strives to be the telecommunications provider each and every enterprise customer will call upon for business communication solutions,” said Tele-Solutions, Inc. Vice President Damon Finaldi “We are pleased to be associated with NextGen Group and excited to be in a position to draw upon the success of trusted colleagues while we shift our business to IP. Being a part of this elite community of award-winning dealers gives us an added comfort level that we are all working together to achieve a common business goal.”

Qualified dealers like TELE-SOLUTIONS, INC. who become members of NextGen Technology Group achieve business goals faster and prosper in the increasingly crowded VoIP market by utilizing the group's nationwide network of business partners, nationally certified installation team and other resources including peer-to-peer coaching, mentoring, sharing of best practices, unified voice to manufacturers, business and technology training, sales successes and more. Additionally, NextGen Technology Group works with manufacturers to provide



valuable pre-product planning input and actively participates in pre-release product testing. This arrangement offers a win-win for both sides: the manufacturer receives critical real-world input on features and functionality throughout the product lifecycle, while NextGen Group members ensure that critical customer needs are met through a close working relationship with the manufacturer.

According to Bob Rankin, President of Telephony and Data Solutions and one of six founding members of NextGen Technology Group, “NextGen Group has made it easier for committed business owners to come together, provide peer-to-peer technology mentoring, share applications expertise and help other members apply IP communications technology to meet their customer needs and win new business.”

#### **About TELE-SOLUTIONS, INC.**

Founded in 1981, Tele-Solutions is committed to establishing lasting business relationships with its clients. We recognize the importance of building technology around people, not people around technology. Tele-Solutions provide “all in one” solutions, acting as your single point of contact for all your communication needs. For more information contact Tele-Solutions at 888-for-tele or [www.telesolutionsnj.com](http://www.telesolutionsnj.com).

#### **About NextGen Technology Group**

NextGen Technology Group is the industry’s first national organization with membership representing leading entrepreneurial telecommunications interconnects with a shared goal to embrace the future in the telecommunications marketplace – providing IP-based solutions. NextGen Group enriches its member’s businesses by partnering with other ‘Best in Class’ dealers who recognize the market necessity to successfully transition their businesses from selling traditional TDM systems to selling sophisticated IP-based voice solutions. For more information, contact NextGen Group at 866-IT-NEXTGEN or [www.nextgengroup.net](http://www.nextgengroup.net).

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<sup>1</sup> Source: VoIP News